

Section II: City Council Questionnaire

1. What other Chattanooga organizations have a mission similar to yours?

Few local organizations serve the public across four service areas: Economic Empowerment, Health and Quality of Life, Education and Family Engagement, and Civic Engagement.

2. What does your organizations do, supply, or perform that no other organization in Chattanooga addresses?

The UL provides direct technical assistance services to women and minority owned firms. Services include an 8-week business startup course, loan proposal services, surety and performance bonding help, business plan development, and in-person procurement links.

3. What is your fiscal year?

July 1 to June 30

4. List the previous years you have submitted requests to the City of Chattanooga, the amount of the requests, and the amounts granted?

2007: \$50,000 and \$30,000; **2008:** \$50,000; **2009:** \$30,000; **2010:** \$30,000; **2011:** \$42,500; **2012:** \$50,000 and \$40,000

5. Describe your debt and expenses in ratio to revenue.

For every dollar (\$1) of revenue there is \$0.98 of expenses and debt.

6. List any debt over \$10,000 and when that debt will be satisfied.

Term Loan (as of June 30 2012): \$19,237 (Maturity date: Oct 15, 2014)

7. What percentage of your budget is dedicated to salaries vs. percentage of budget dedicated to client programs or benefits?

Salaries as % of budget: 45%
Client programs / benefits as % of budget: 51.7%

8. What cost savings initiatives did your organization undertake during the preceding year?

Transitioned both the commercial insurance policies (45% savings realized) and health insurance policy (10% savings realized) to cost-effective yet qualitative alternatives. In lieu of purchasing new equipment we sought out donated equipment.

9. List travel expenses over the last three years and how the travel benefited your organization.

2012: \$9,046; **2011:** \$10,411; **2010:** \$12,562

10. If you are a membership-based organization:

a. What is fee structure?

Corp - \$1,000; Small & Minority Businesses - \$200; Family - \$100; Student - \$25; and Individual - \$50

b. When have you increased membership fees?

Membership fee structure refined and implemented this year.

c. What is your plan for growing membership?

Hiring a FT Development Officer

d. What are your membership numbers from the last three years?

- 2012: \$51,537; 2011: \$46,628; 2010: \$31,902

11. Do your clients pay anything for your services, products, programs? If so, explain.

Minority business clients pay up to \$150 to attend the 8-week business development course. Nominal fees are assessed for business consulting services.

12. What is your strategic plan to become independent of City funding?

A full-time fund development officer will be retained beginning October 1, who will focus on private and public donor strategies. Our sustainability approach also involves using our statewide umbrella, Tennessee Urban League Affiliates (TULA) to pursue funding opportunities in the increasingly competitive govt. funding arena. We estimate that within 3-5 years, the Urban League will operate independent of City funding.